

Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 001720

66

ORIGIN EB-07

INFO OCT-01 NEA-10 ISO-00 COME-00 /018 R

DRAFTED BY EB/CSB/OSB:JRGRAHAME:CEK

APPROVED BY EB/CSB/OSB:ADBRAMANTE

NEA/INS:DKUX

COMM:MADERHOLD (INFO)

COMM:RKELLY (INFO)

----- 113426

P R 052137Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI PRIORITY

INFO AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMCONSUL MADRAS

LIMITED OFFICIAL USE STATE 001720

E.O. 11652: N/A

TAGS: ETRD, UNINJC, IN, US

SUBJECT: IACC TRADE DELEGATION - GENERAL WRAP-UP

REF: STATE 287584

WE REPEAT CABLE OF DEC. 24, THE TRANSMISSION OF WHICH WE
ARE UNABLE TO CONFIRM:

1. DELEGATION CONCLUDED HIGHLY SUCCESSFUL TWO WEEK TOUR,
ENDING IN CHICAGO ON DEC. 20. SOME MEMBERS WENT ON TO
N.Y. OR REMAINED IN MIDWEST FOR BUSINESS APPOINTMENTS.
DELEGATION MADE IMPORTANT CONTACTS WHICH COULD LEAD TO
INCREASED INDIAN EXPORTS AND THIRD COUNTRY SUBCONTRACTING
OPPORTUNITIES AND DID EFFECTIVE JOB OF ACQUAINTING U.S.
BUSINESS WITH INDIAN CAPABILITIES. ONE JOINT VENTURE
AGREEMENT CONCLUDED (SEE PARA 4 C). GROUP LEADERSHIP
EXPRESSED UNQUALIFIED SATISFACTION WITH COMPREHENSIVE
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 001720

PROGRAM ARRANGEMENTS AND CONSISTENTLY HIGH LEVEL OF

RECEPTION EXPERIENCED THROUGHOUT TOUR. THEY REPEATEDLY TOLD AUDIENCES OF THEIR PLEASURE WITH LEVEL AND SCOPE OF USG MEETINGS IN WASHINGTON. DELEGATION MEMBERSHIP, WHICH

WAS STRONGEST IN WASHINGTON, NEW YORK, AND CALIFORNIA, AVERAGED 13 IN REMAINDER OF TOUR, AND INCLUDED DEPARTMENT

ESCORT OFFICER AND INDIAN EMBASSY OR CONGEN REPRESENTATIVE THROUGHOUT. DEPT. OF COMMERCE FIELD OFFICES DID OUTSTANDING JOB IN LOS ANGELES, HOUSTON, AND ATLANTA, WHERE THEY HAD MAIN ORGANIZATIONAL RESPONSIBILITY, AND WERE ALSO VERY HELPFUL IN NEW YORK AND SAN FRANCISCO.

2. DELEGATION HELD PRESS CONFERENCES IN WASHINGTON, NEW YORK, HOUSTON, AND CHICAGO. PRESS ATTENDANCE WAS BROADEST IN WASHINGTON (SEE REFTTEL) AND NEW YORK AND INCLUDED WIRE SERVICES AS WELL AS GENERAL INTEREST, BUSINESS AND TECHNICAL PRESS. N.Y. TIMES WAS GRANTED PRIVATE INTERVIEW WITH LEADERSHIP; VOA DID WRAP-UP TELEPHONE INTERVIEW IN CHICAGO. THERE WERE A MINIMUM OF POLITICAL QUESTIONS, WHICH LEADERS HANDLED WELL, CONFINING THEMSELVES TO EFFECT OF EMERGENCY ON BUSINESS CLIMATE. GENERAL THRUST OF DELEGATION MESSAGE AT BOTH PRESS AND BUSINESS MEETINGS WAS THAT EMERGENCY HAS BROUGHT GOVERNMENT, LABOR, AND INDUSTRIAL DISCIPLINE TO INDIA AND HAS BROUGHT SUBSTANTIAL IMPROVEMENT TO THE BUSINESS CLIMATE. U.S. BUSINESS AUDIENCES APPEARED RECEPTIVE TO INDIAN PRESENTATIONS, ALTHOUGH THEY OFTEN INITIATED FRANK EXCHANGE ON WELL-KNOWN DIFFICULTIES OF DOING BUSINESS IN INDIA.

3. ANOTHER PROMINENT FEATURE OF TOUR WAS FORMAL MEETINGS WITH INDIAN COMMUNITIES RESIDENT IN NEW YORK, SAN FRANCISCO, HOUSTON, AND CHICAGO. DELEGATION MESSAGE TO THEIR

COMPATRIOTS INCLUDED REASSURANCE ON FLEXIBILITY AND LIMITED DURATION OF EMERGENCY WITH EMPHASIS ON THE IMPROVEMENTS IT HAS BROUGHT TO ECONOMIC AND COMMERCIAL LIFE IN INDIA AND THE PROMOTION OF GOI INCENTIVES FOR REPATRIATION OF FOREIGN EXCHANGE BY INDIANS ABROAD.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 STATE 001720

4. HIGHLIGHTS OF POST-WASHINGTON SECTOR OF TOUR FOLLOW:

(A) NEW YORK DEC. 8-9 - LUNCHEON MEETINGS WITH FAR EAST-AMERICA COUNCIL OF COMMERCE AND INDUSTRY AND AMERICAN EXPRESS INTERNATIONAL BANKING CORP., ATTENDED BY SENIOR

REPRESENTATIVES OF U.S. FIRMS INTERESTED IN INDIA. MEETINGS AT WORLD TRADE CENTER AND NEW YORK CHAMBER OF

COMMERCE AND INDUSTRY. RECEPTION HOSTED BY INDIAN CONSUL GENERAL.

(B) SAN FRANCISCO DEC. 10-11 - BANK OF AMERICA LUNCHEON MEETING AND INDIAN CONSUL RECEPTION. VISITS TO BECHTEL CORP., KAISER ENGINEERING AND ASIA DEVELOPMENT CORP.

CENTERING ON PROCUREMENT FROM INDIA AND SUBCONTRACTING IN THIRD COUNTRIES. JOINT VENTURE SEMINAR AT CHAMBER OF COMMERCE.

(C) LOS ANGELES DEC. 12-14 - MEETINGS AT UNITED CALIFORNIA BANK AND FLUOR ENGINEERS AND CONSTRUCTORS INC. AN INTERESTING SPIN-OFF WAS DEPT.-FACILITATED MEETING BETWEEN DELEGATION CO-LEADER RAUNAQ SINGH AND SPICE WIND SEAFOOD ECONOMY ASSOCIATES, LOS ANGELES-BASED FISHING CO., WHICH RESULTED IN SIGNING OF LETTER OF UNDERSTANDING CONCERNING DOLS 5 MILLION TUNA FISHING AND CANNING JOINT VENTURE EXPORT PROJECT. SINGH TO PROVIDE DOLS 1 MILLION, WITH FINANCING BY BANK OF AMERICA AND AMERICAN EXPRESS.

(D) HOUSTON DEC. 15-16 - LUNCHEON MEETING HOSTED BY

COCA COLA FOODS DIVISION PRESIDENT. MEETING AT TEXAS COMMERCE BANK, HOUSTON CHAMBER OF COMMERCE, HUDSON ENGINEERING CORP., BROWN OIL TOOL CO., AND PROCUREMENT DIVISION OF FLUOR ENGINEERS. RECEPTION BY INDIAN CULTURAL CENTER AT UNIVERSITY OF HOUSTON.

(E) ATLANTA DEC. 17 - LUNCHEON MEETING HOSTED BY COCA COLA INTERNATIONAL, MEETING WITH ATLANTA DISTRICT EXPORT COUNCIL CHAIRED BY PRESIDENT OF LUMMUS INDUSTRIES AND INCLUDING 14 SENIOR BUSINESS AND BANKING LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 04 STATE 001720

EXECUTIVES.

(F) CHICAGO DEC. 18-19 - LUNCHEON MEETING HOSTED BY VICE PRESIDENT FOR IMPORT OF SEARS ROEBUCK AND CO. AT SEARS TOWER AND LUNCHEON HOSTED BY STATE BANK OF INDIA, WHICH IS OPENING ITS CHICAGO BRANCH LATER THIS MONTH. MEETINGS WITH LESTER B. KNIGHT ASSOCIATES (CONSULTING ENGINEERS), CHICAGO ASSOCIATION OF COMMERCE AND INDUSTRY, TRACTOR SUPPLY CO. (INTERESTED IN WIDE RANGE OF IMPORTS FROM INDIA), MONTGOMERY WARD (IMPORT DEVELOPMENT MANAGER) AND AMOCO INTERNATIONAL (A. KIRCHNER, VICE PRESIDENT MARKETING AND MANUFACTURING). CHICAGO PROGRAM, PERHAPS THE BEST ORGANIZED OF TOUR, WAS ARRANGED BY D.S. AHLUWALIA, ENERGETIC CHICAGO REPRESENTATIVE OF INDIAN ENGINEERING EXPORT PROMOTION COUNCIL. KISSINGER

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BUSINESSMEN, TRADE VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 05 JAN 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE001720
Document Source: CORE
Document Unique ID: 00
Drafter: JRGRAHAME:CEK
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760003-0085
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760186/aaaacyfc.tel
Line Count: 169
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 STATE 287584
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 29 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <29 JUL 2004 by coburnhl>; APPROVED <24 AUG 2004 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: IACC TRADE DELEGATION - GENERAL WRAP-UP
TAGS: ETRD, BEXP, IN, US, USINJC
To: NEW DELHI
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006